

Oklahoma Success Story

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Cossey's Custom Cuts Finds Success with Help from SCORE Oklahoma City Chapter



OKLAHOMA CITY--After 20 years of carefully carving steaks, chops and roasts for grocers and meat markets, Larry Cossey decided it was time to carve out a company of his own. Today, he and his wife, Lynn, successfully operate Cossey's Custom Cuts Meat in Mustang, Okla. It was hard work, determination along with advice from the SCORE Oklahoma City Chapter that turned the couples' dream into reality.

The SCORE Oklahoma City Chapter assists area entrepreneurs and small business owners with advice on all aspects of business start-up and expansion including preparing a business plan, analyzing costs, providing strategies on reaching target markets and assisting clients in finding start-up capital.

"It was obvious after a few conversations with Lynn Cossey that she and Larry were dedicated to the ethic of hard work and good service," said SCORE counselor Stephanie A. Bolling. "We discussed many things relative to starting a small business. We left no stone unturned as we worked to put together a wonderful business plan which serves as an important road map for any small business owner. I worked with them in determining that their credit would be sufficient for either a loan or a line of credit to start their business. I am so pleased that

their business is a success, but it is not a surprise, because they are such hard workers and Larry is truly a consummate butcher.”

Lynn said the help provided by SCORE was invaluable. “This is an awesome program,” she said. “Most people do not understand what is truly required of them in order to start a small business and get financing. SCORE helped us weed through all the paperwork and figure out whether we were really capable of going into business,” she said. “Without the SBA or SCORE, I know the road would have been much harder. They gave me vital information on owning your own business, all the tax information, where to report and when to report. There was always an open door for my questions.”

Larry may not be familiar with the management side of small business, but he knows the way meat is supposed to be cut, explained Lynn who has a background in banking and real estate. “I’m the people person,” she said. “I interact with the customers and Larry is happiest when he is back in that cooler. We sell the same meat you can buy at a grocery store, but it’s how you cut it that make such a difference, determines how tender it is. Any steak or roast without a bone is cut by hand. Larry takes his time and does it the right way. It’s like an art for him.”

The Cossey’s customers are happiest with the product. Lynn said they have customers from as far as Weatherford and Kansas. “Most people come in here and buy meat and they tell us they don’t understand why it’s so good,” said Lynn. “They think we bless it.” The Cossey’s plan to expand their business to include making beef jerky and processing wild game, “when God opens the door,” said Lynn.

SCORE volunteer counselors provide confidential, free face-to-face and email counseling. For more information on SCORE Oklahoma City Chapter, call 405-609-8005 or visit www.okcscore.gov.

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